



# NEWS RELEASE

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### ***Toner Cartridge Business Owner Wins Wisconsin's SBA 2006 Minority Small Business Person of the Year Award***

**Madison:** Robert Wangard, owner of Cartridge Savers, Inc., has won Wisconsin's SBA 2006 Minority Small Business Person of the Year Award.

Cartridge Savers, Inc. was started, on a part-time basis, in May of 1994 and became a full-time endeavor in November of 2000. The company offers remanufactured and new toner cartridges for Hewlett Packard, Canon, Lexmark, Xerox and other name brand printers and copiers. They also offer new HP, Brother and Tektronix laser printers as well as pre-owned and refurbished HP laser printers. Prior to starting Cartridge Savers, Robert Wangard was employed by a computer reseller that had the state of Wisconsin contract for printers and toner cartridges. Recognizing the solid waste generated by laser printer toner cartridges, Robert approached the state of Wisconsin for an Early Planning Grant to explore the feasibility of starting up remanufactured toner cartridge production. The research showed that there was a market for remanufactured toner cartridges along with a marked reduction in the solid waste stream.

Cartridge Savers became a certified SBA 8(a) client in January of 2002 and was awarded a GSA schedule for new and remanufactured printer supplies. USDA approached Cartridge Savers for pricing on printer parts that only the original equipment manufacturer offered. Robert tracked down the original supplier and offered these to the USDA, saving them \$500,000 over the next lower bidder. The USDA asked Cartridge Savers for pricing on other printer products. Through a series of negotiations, Cartridge Savers was awarded an 8(a) multi-million dollar contract for printer parts and supplies. Cartridge Savers partnered with several other small businesses to supply this contract and his partners hired several new employees to meet production.

Cartridge Savers currently supplies the US Federal Government including the Department of Defense, Department of Justice, USDA and the Department of Homeland Security. They also supply Harley Davidson, Boise Office Solutions, Wisconsin Physicians Service and the State of Wisconsin. SBA recently approved a Joint Venture between Management Systems Services, Inc. of Rockville, MD and Cartridge Services, Inc. The Joint Venture is named Information Technology Support Services, (ITSS) and was formed to provide IT consulting, computer integration, desktop and network technical support and management of Help Desk and Call Center operations to the Federal government.

Robert is of Hispanic origin and is a member of the Hispanic Chamber of Commerce of Wisconsin. He participated in earthquake relief to his mother's native country of Nicaragua and is active in the Wisconsin/Nicaragua Partnership Program. He also volunteers for the National Ski Patrol as an instructor and patroller.

Along with winning SBA's Minority Small Business Person of the Year award, in August of 2005, Cartridge Savers was ranked as the eleventh fastest growing Hispanic business in the country by the Hispanic Business Magazine. In 2004, Rob and Cartridge Savers were awarded the Small Disadvantaged Business Contractor of the Year Award by the USDA and the Excellence in State Procurement Award by the State of Wisconsin.

Cartridge Savers, Inc. and especially owner Robert Wangard demonstrate the ingenuity to recognize a need and the determination to answer that need. Rob Wangard will receive his award at SBA's 21<sup>st</sup> Small Business Awards Breakfast on Friday, May 19, 2006 at the Milwaukee Marriott West in Waukesha. For more information on the Breakfast, call (414) 297-1093.

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